

KARLSHOF



Farming
experience

Business Development

1970

- Resettlement of the farm with 7 cows and 7 hectares of arable land
- The construction of a cow shed was made possible through a 50 year loan with an effective annual interest rate of 1 percent
- The annual production volume of milk increased to 150,000 kg of milk
- Our initial location remained the same

1980 – 1990

- Expansion of dairy cattle to 90 dairy cows through local loans
- Increase in the annual milk production volume to 630,000 kg due to higher animal comfort and professional knowledge



1970



1988

Further Business Development

2002

- General modernization of the farm
- Extension of livestock to 200 cows
- Construction of a milking carousel with a capacity for 28 cows
- Higher efficiency and effectiveness result in:
 - Increasing comfort for animals
 - Improvement of working conditions for employees and staff



Funding through 30% of the net investment

Public Relations and Marketing

2000

- Invitation of schools to present the reality of agriculture
- Initial financial supported of 100 € per school class

2017

- Financing of public relations activities through own entrance fees
- More than 15,000 regional and foreign visitors
 - Opening times between 5am and 10pm
 - Motivation: To learn about and experience modern agriculture
- 1500 middle and high school students are introduced to modern agriculture through the concept of “School Farming” annually

Experiencing & Learning



Diversification - Appreciation

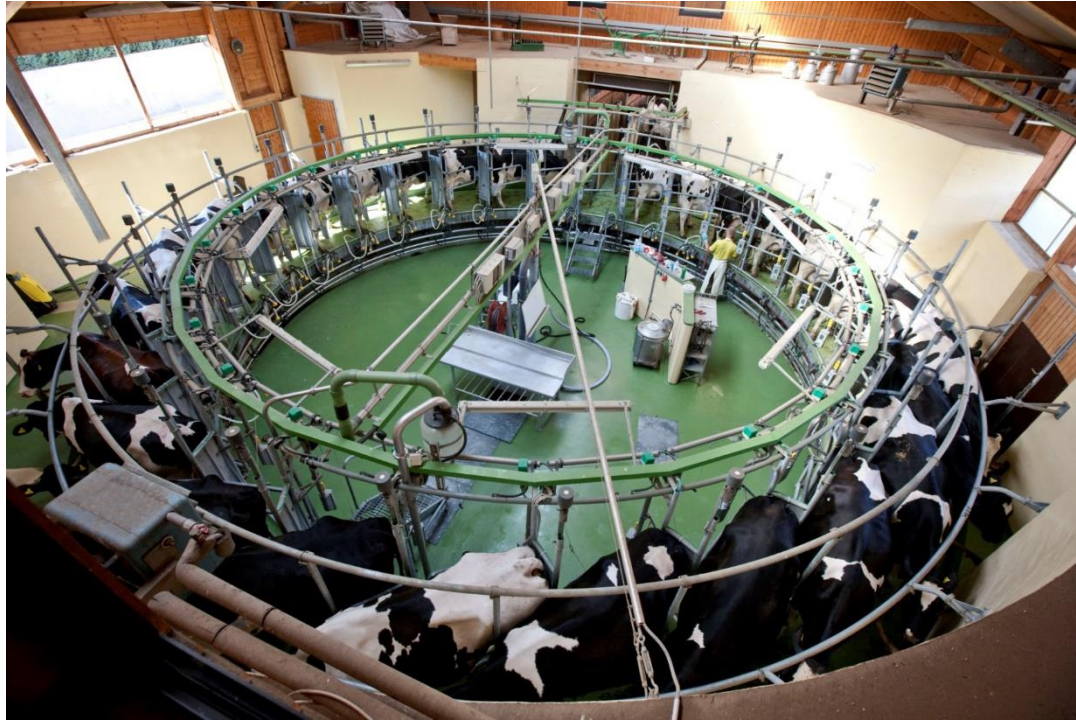
2002

- Construction of a biogas plant with an output of 80 KW /h
 - Construction was encouraged through a lump sum payment of € 75,000
 - Smell reduction of bovine slurry
- Better fertilizer for plants
 - Reduction of mineral fertilizers
- Appreciation of smell reduction by local communities



2007

Rotary Milking Parlor



Diversification: Photovoltaic Park

2010 -2012

- Construction of a PV plant of 800 kw peak
- 20 year long price and demand guarantee
- Provides the business with additional income and revenue source

Further expansion of dairy cattle farming

2011 -2012

- Extension of livestock to 300 dairy cows
- Modernization to support the highest animal comfort
 - Special calving sheds
 - Calf rearing sheds



Funded through 25% of net investment



2014



Expansion of the biogas plant

2014

- Extension of the biogas plant to 310 kw/h
- Expansion of dairy farming operations
 - Improved utilization of bovine slurry by a larger biogas plant
 - Better technology leads to more efficiency and higher performance (electricity and heat)
- Supported by guaranteed electricity price



Crop Ratio

55 hectare Winter Wheat

19 hectare Sugar Beet

50 hectare Corn

45 hectare Grassland

40 hectare Clover Gras

Awards

- 2006** 1st Place: Agricultural Building with wood - Germany
2nd Place: Dairy Farmer (DLG & European dairy farmers) - Europe
- 2009** 1st Place: „Kallpreis“ for outstanding Hessen milk producer - Hessen
- 2012** 1st Place: Agricultural - Germany
- 2015** 2nd Place: Best Glassy animal welfare - Hessen
- 2016** Dairy Cattle Farmer of the year - German speaking countries
Farmer of the year - German speaking countries

Ceres Award



What kind of support do we need?

- Promotion for TV advertisements of agricultural products
- Support of farms that promote agriculture in local communities
 - E.g. Opening farms for consumers
- Promotion of animal comfort for all farming business without any limitations regarding farm size
- Governmental support of insurance models as in the US, where different margins can be hedged depending on the premium level
- Dairy factories should be more accountable for price risks to develop a joint strategy for milk price management
- Promotion of direct marketing in agricultural companies and farms

Thanks for your attention

